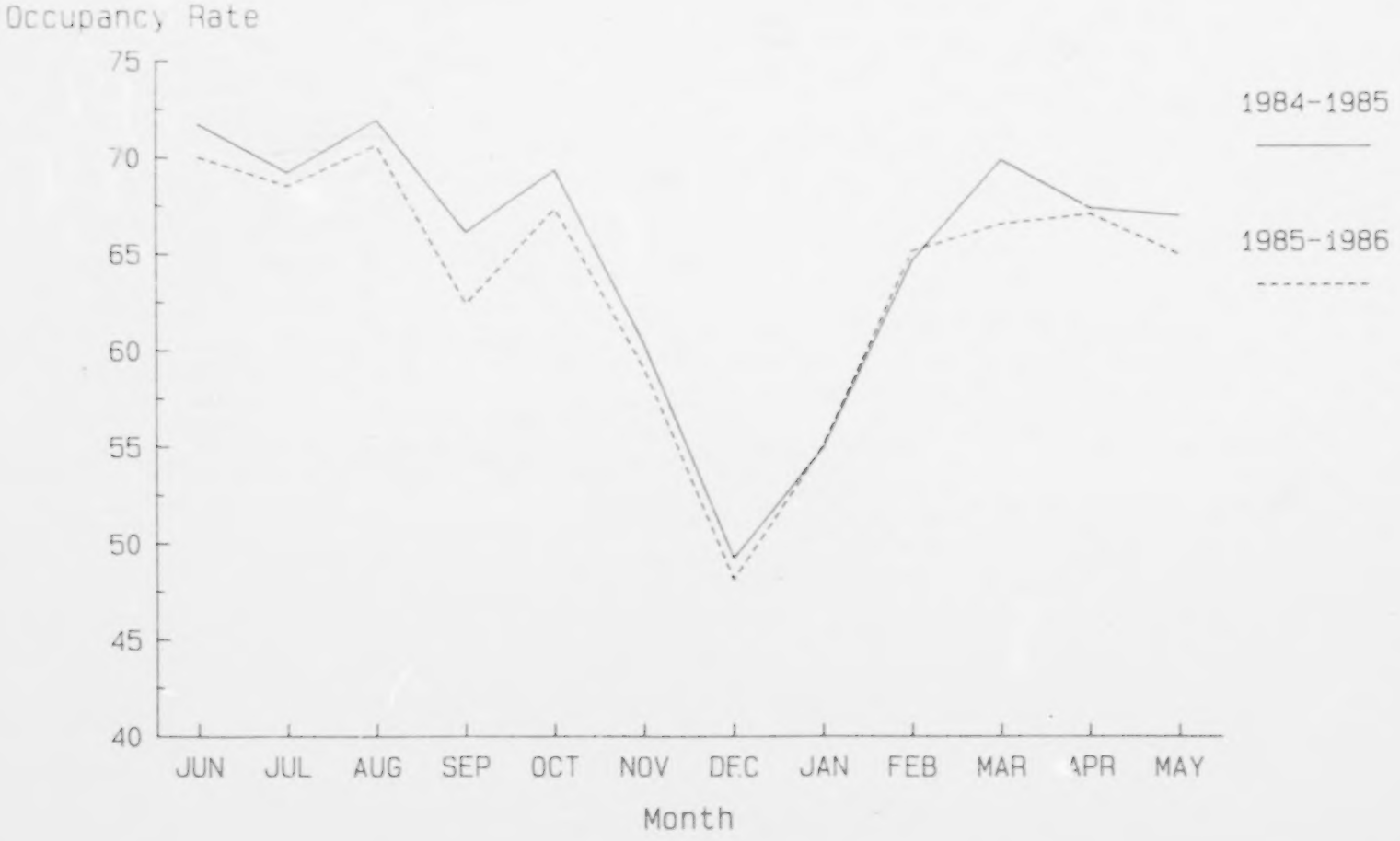
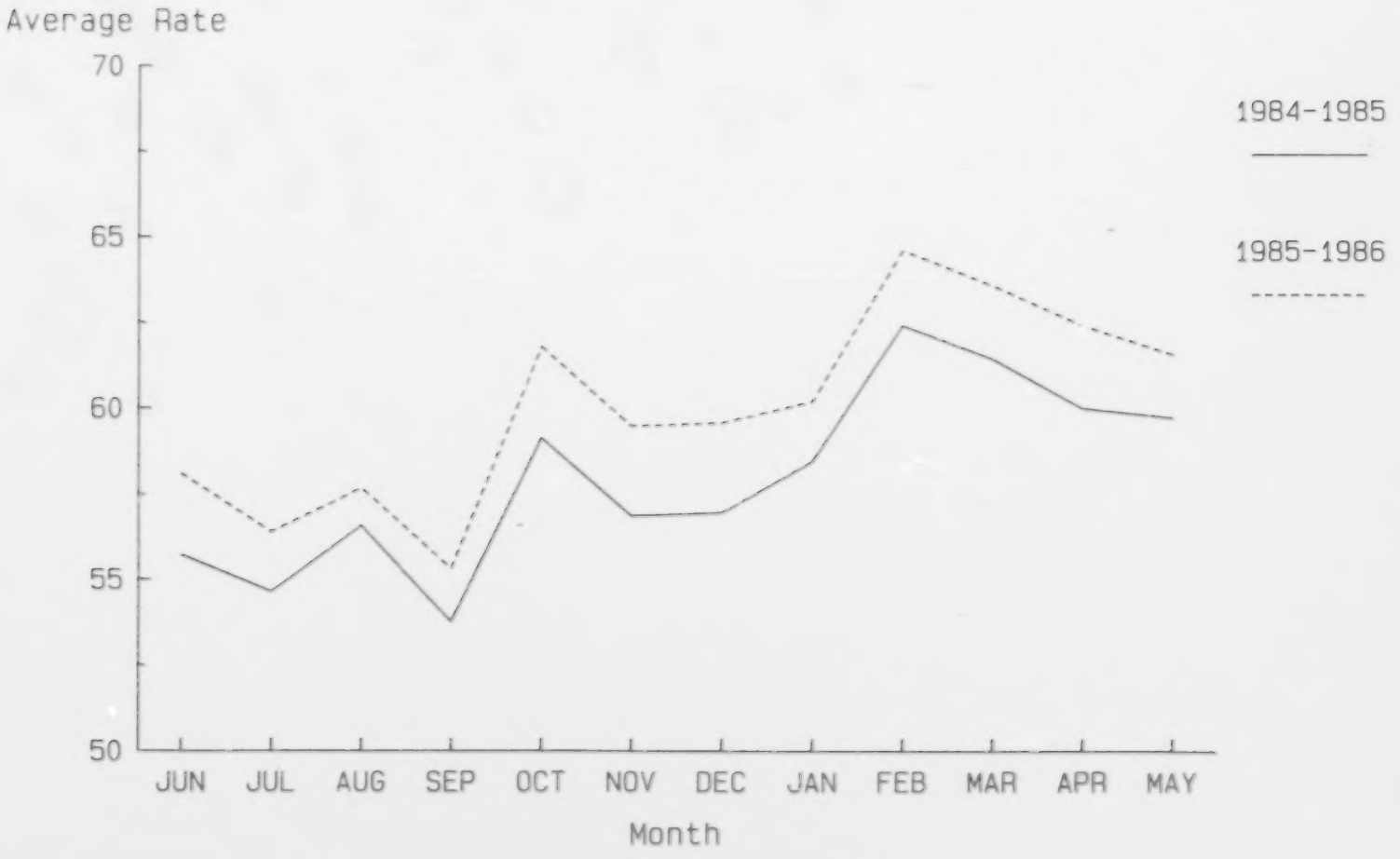
NATIONAL OCCUPANCY RATE
JUNE 1984 - MAY 1985
JUNE 1985 - MAY 1986



NATIONAL AVERAGE ROOM RATE
JUNE 1984 - MAY 1985
JUNE 1985 - MAY 1986



TREND REPORT MAY 1986 COMPARED WITH MAY 1985

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	0.6	1.3	-1.2	-3.7	64.9	-3.1	53.7	3.7	$ 61.58	3.0	$ 93.92	2.3
REGION:												
Northeast	4.6	5.8	2.5	-6.1	77.1	1.0	40.3	-8.4	$ 88.04	5.3	$129.06	4.1
Southeast	1.6	2.5	0.8	-3.0	66.9	-0.6	94.5	4.8	59.41	2.5	92.26	1.6
North Central	2.1	3.3	0.5	-2.7	67.0	-1.8	40.5	7.1	49.31	5.2	76.06	4.0
South Central	-14.5	-13.9	-15.5	16.8	54.0	-12.1	40.6	6.8	53.24	-2.2	80.10	-2.8
West	7.8	7.7	4.5	2.0	65.4	-0.6	49.1	3.2	59.95	2.6	93.90	2.7
AFFILIATION:												
Chain	-0.2	0.3	-2.4	-3.3	64.7	-3.3	50.5	2.9	$ 59.79	2.1	$ 89.51	1.6
Independent	3.4	4.8	2.6	-4.8	65.9	-2.1	64.9	6.0	69.12	6.3	112.54	5.0
LOCATION:												
Center City	0.8	2.8	-2.9	-6.8	66.6	-1.3	43.8	-2.4	$ 76.51	3.8	$115.46	1.8
Suburban	-5.1	-5.3	-5.1	-2.7	62.9	-7.0	46.5	8.6	52.83	0.9	81.27	1.1
Airport	1.7	0.4	-0.8	0.6	61.5	-3.6	30.8	4.1	54.92	2.2	82.66	3.5
Highway	-0.9	0.1	-3.6	-4.5	63.0	-4.7	61.2	8.3	41.68	2.3	56.88	1.6
Resort	5.0	5.4	5.5	-0.6	69.4	0.3	96.7	4.0	71.37	2.3	119.78	2.0
SIZE:												
UNDER 75 ROOMS	2.8	2.6	3.2	8.4	60.8	-0.5	70.6	3.1	$ 34.62	2.6	$ 42.81	2.8
75 - 149 ROOMS	-1.1	-0.8	-1.1	-9.4	64.6	-4.7	61.8	5.6	41.51	2.5	54.15	2.2
150 - 299 ROOMS	-1.6	1.4	-3.8	-2.0	60.1	-5.4	51.9	6.6	52.91	3.0	78.66	2.8
300 - 600 ROOMS	-	0.2	-0.1	-1.4	69.6	-2.5	52.3	10.1	67.89	1.8	110.17	1.6
OVER 600 ROOMS	3.5	5.6	-0.4	-5.8	73.2	0.5	52.8	-5.9	86.12	2.4	135.00	0.4
TYPE:												
Hotel	1.5	2.2	-0.3	-2.9	60.8	-1.8	49.1	1.0	$ 71.65	2.7	$115.98	2.1
Motor Hotel	-3.2	-2.6	-5.1	-3.8	62.0	-6.1	60.9	6.5	48.75	2.9	66.38	2.2
Economy	6.5	6.7	*	13.3	54.6	-2.3	68.6	10.1	30.62	4.4	39.91	4.2
All Suites	0.6	3.4	-2.7	-15.0	69.9	0.3	62.8	10.2	72.20	2.1	102.74	0.7

* INSUFFICIENT RESPONSE
\- NO CHANGE

YEAR TO DATE TREND REPORT - AS OF MAY 1986

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	2.1	2.7	-	1.4	63.5	-1.9	51.4	3.0	$ 62.17	3.3	$ 94.50	2.8
REGION												
Northeast	2.8	3.7	0.4	3.5	67.2	-0.9	38.6	-1.5	$ 87.39	5.6	$129.62	4.7
Southeast	5.0	6.1	2.5	5.0	73.1	2.1	83.2	3.6	66.80	3.0	101.63	1.9
North Central	0.8	1.7	-1.3	1.3	58.0	-2.8	37.4	3.9	48.08	4.7	75.24	3.7
South Central	-5.1	-5.2	-5.2	-4.3	54.8	-5.8	40.0	3.4	52.67	0.2	78.36	0.2
West	4.8	4.9	1.7	-2.0	65.4	-2.2	45.5	-0.4	59.91	2.5	92.81	2.4
AFFILIATION												
Chain	1.7	2.1	-0.5	1.3	63.6	-2.0	48.6	2.5	60.90	2.8	91.25	2.4
Independent	3.9	5.1	1.9	1.7	63.1	-1.1	62.0	4.7	67.68	5.5	108.68	4.2
LOCATION												
Center City	2.2	2.7	0.4	1.8	61.2	-1.3	41.2	2.2	74.37	4.3	113.86	3.8
Suburban	-2.9	-2.0	-5.1	-2.9	60.5	-4.9	41.1	4.6	53.38	1.9	80.93	1.0
Airport	3.5	3.8	-1.8	1.0	67.0	-1.3	33.7	-3.7	56.00	2.5	83.18	2.3
Highway	0.8	1.9	-3.2	0.5	62.5	-2.3	57.3	3.2	42.03	2.5	57.15	1.4
Resort	6.0	6.5	5.2	4.2	71.4	1.4	95.4	3.4	79.19	2.6	129.38	2.1
SIZE												
UNDER 75 ROOMS	3.6	3.5	4.4	4.9	56.3	-0.9	67.2	3.5	$ 34.70	3.4	$ 42.28	3.6
75 - 149 ROOMS	-0.1	0.8	-3.7	-3.2	62.3	-3.3	56.8	4.2	42.14	2.5	54.21	1.6
150 - 299 ROOMS	0.1	0.7	-2.6	-	61.5	-3.0	47.9	3.0	54.72	3.0	81.80	2.4
300 - 600 ROOMS	1.9	2.4	0.9	1.7	63.9	-1.5	49.8	4.6	68.85	2.6	110.59	2.1
OVER 600 ROOMS	5.1	5.8	2.2	2.9	68.9	0.7	54.0	0.6	86.14	3.4	135.40	2.7
TYPE												
Hotel	2.7	3.3	0.6	1.4	64.0	-1.4	47.7	1.3	72.37	3.5	116.92	3.0
Motor Hotel	-0.9	-0.2	-3.5	-0.5	63.0	-3.1	57.5	4.9	48.64	2.3	65.73	1.5
Economy	3.7	4.0	0.3	-6.4	58.9	-2.5	58.6	7.1	30.45	3.5	31.48	3.3
All Suites	6.9	7.5	4.5	6.8	69.7	3.3	60.7	7.6	77.88	1.0	109.51	0.4

- NO CHANGE

TWELVE MONTH TREND REPORT - AS OF MAY 1986

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	MAY	% CHG	MAY	% CHG	MAY	% CHG	MAY	% CHG
TOTAL	1.3	1.8	0.6	2.1	63.8	-2.3	53.1	2.5	$ 60.05	3.3	$ 90.75	2.8
REGION:												
Northeast	1.3	2.6	-2.4	4.4	70.4	-2.8	42.7	0.7	$ 86.00	6.1	$126.85	4.8
Southeast	3.7	4.6	1.7	3.9	66.8	0.8	85.7	2.5	61.35	2.8	94.34	2.0
North Central	3.4	4.7	0.4	4.5	62.1	-1.7	40.7	2.3	48.56	5.8	75.13	4.5
South Central	-5.6	-5.6	-6.0	-2.5	55.3	-6.3	41.1	-0.5	51.74	0.1	76.56	0.1
West	3.0	2.9	2.1	-1.3	67.2	-1.6	49.8	3.3	58.46	2.4	88.98	2.5
AFFILIATION:												
Chain	1.1	1.6	-1.0	2.1	64.1	-2.4	50.5	2.2	59.32	3.2	88.28	2.7
Independent	2.0	2.6	0.7	2.2	62.2	-1.6	63.5	3.8	63.43	3.9	102.26	3.3
LOCATION:												
Center City	0.8	1.4	-1.2	2.2	62.3	-2.4	44.2	1.6	73.22	4.4	110.93	3.7
Suburban	-0.8	0.1	-3.2	-	62.7	-3.5	42.9	2.9	52.58	2.9	79.42	2.0
Airport	2.4	2.7	-0.2	3.2	66.6	-2.1	33.1	0.6	54.81	2.8	81.44	2.5
Highway	1.2	1.9	-0.9	-0.3	63.9	-2.1	61.2	3.2	41.30	2.6	56.07	2.0
Resort	3.7	4.0	2.9	4.4	66.4	-0.4	102.6	2.2	73.51	2.6	122.09	2.3
SIZE:												
UNDER 75 ROOMS	3.0	2.9	2.4	11.0	60.2	-1.3	73.6	1.9	$ 35.93	4.1	$ 44.69	4.1
75 - 149 ROOMS	0.6	1.3	-2.3	0.6	65.1	-2.3	60.7	3.1	41.44	2.5	53.88	1.8
150 - 299 ROOMS	-	0.5	-1.8	0.7	62.2	-3.6	49.5	3.6	53.09	3.2	79.27	2.7
300 - 600 ROOMS	1.4	1.7	0.6	2.0	62.8	-2.2	48.9	4.0	66.30	2.8	105.55	2.4
OVER 600 ROOMS	2.5	3.4	-0.5	3.6	67.3	-0.6	56.9	0.4	83.78	3.9	130.66	3.0
TYPE:												
Hotel	1.5	2.2	-0.4	2.0	63.7	-2.0	49.3	2.7	69.94	3.6	112.54	3.0
Motor Hotel	-0.1	0.4	-2.2	1.8	63.7	-3.0	58.6	2.6	48.05	2.6	64.95	2.1
Economy	2.9	2.9	*	0.4	63.4	-2.2	64.0	2.9	30.25	3.5	30.96	3.5
All Suites	4.0	3.5	5.0	6.6	67.3	-	65.6	0.3	74.36	1.5	101.34	2.0

* INSUFFICIENT RESPONSE
\- NO CHANGE

FOOD AND BEVERAGE REPORT - MAY 1986 COMPARED WITH MAY 1985

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	% CHG
TOTAL	$36.70	$36.14	$ 9.96	$ 9.64	0.32	0.32	0.22	0.21	44.8	44.0	$ 6.14	$ 5.94	-3.2
REGION:													
Northeast	$40.21	$39.45	$12.26	$11.58	0.29	0.29	0.20	0.20	45.7	46.2	$ 7.92	$ 7.64	-0.7
Southeast	34.41	33.66	10.04	9.45	0.34	0.34	0.23	0.22	40.4	40.3	5.92	5.54	-5.1
North Central	32.98	32.43	8.57	8.48	0.33	0.32	0.22	0.22	41.6	41.4	4.56	4.45	-0.7
South Central	30.56	31.58	8.21	8.50	0.33	0.32	0.22	0.22	46.0	42.2	5.47	5.45	-9.1
West	43.78	43.02	10.26	9.90	0.32	0.33	0.21	0.21	49.0	48.8	6.40	6.26	-1.6
AFFILIATION:													
Chain	$33.14	$33.04	$ 9.47	$ 9.25	0.32	0.32	0.21	0.21	45.2	43.9	$ 5.92	$ 5.76	-3.2
Independent	53.36	50.67	11.63	10.94	0.32	0.33	0.23	0.22	43.5	44.2	6.96	6.60	-3.2
LOCATION:													
Center City	$38.59	$39.27	$11.34	$11.16	0.30	0.29	0.21	0.21	48.3	46.4	$ 7.64	$ 7.41	-0.5
Suburban	32.36	31.52	8.94	8.76	0.34	0.34	0.23	0.23	43.8	42.9	5.24	5.09	-5.4
Airport	29.13	27.89	8.17	7.92	0.32	0.33	0.21	0.21	44.2	43.3	4.86	4.67	-2.2
Highway	27.33	27.27	7.86	7.54	0.35	0.35	0.24	0.24	42.3	43.2	4.34	4.48	-5.2
Resort	50.00	48.48	11.22	10.50	0.34	0.33	0.21	0.21	40.0	40.5	5.95	5.66	-5.6
SIZE:													
UNDER 75 ROOMS	$94.81	$87.28	$ 8.04	$ 7.60	0.40	0.39	0.26	0.26	40.0	36.4	$ 4.17	$ 3.61	-1.9
75 - 149 ROOMS	32.81	31.85	7.63	7.29	0.36	0.37	0.24	0.24	40.2	41.3	4.13	4.00	-2.1
150 - 299 ROOMS	29.00	28.15	8.04	7.71	0.34	0.34	0.24	0.24	45.2	45.7	4.84	4.82	-5.3
300 - 600 ROOMS	38.93	38.15	10.68	10.34	0.32	0.32	0.22	0.22	45.4	44.9	6.62	6.39	-2.3
OVER 600 ROOMS	43.16	44.20	12.33	12.13	0.30	0.29	0.19	0.19	44.7	42.4	8.06	7.62	-2.3
TYPE:													
Hotel	$40.89	$40.45	$10.49	$10.15	0.32	0.31	0.21	0.21	45.6	44.5	$ 6.61	$ 6.34	-2.6
Motor Hotel	23.69	23.28	7.73	7.57	0.34	0.35	0.24	0.23	41.6	41.4	4.42	4.38	-5.7
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	56.86	58.98	12.04	11.37	0.32	0.34	0.27	0.28	42.0	43.9	6.88	7.25	-2.1

* INSUFFICIENT RESPONSE

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF MAY 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	% CHG
TOTAL	$36.58	$36.01	$ 9.78	$ 9.41	0.32	0.33	0.22	0.22	46.3	45.8	$ 6.31	$ 6.12	-2.7
REGION:													
Northeast	$39.96	$39.29	$11.66	$11.28	0.30	0.31	0.20	0.20	52.1	52.0	$ 8.58	$ 8.40	-0.8
Southeast	35.76	35.73	9.84	9.30	0.33	0.33	0.23	0.22	40.5	40.3	5.81	5.59	-0.8
North Central	34.13	33.47	8.44	8.28	0.34	0.34	0.23	0.23	44.9	43.7	5.11	4.89	-2.7
South Central	29.92	29.61	8.53	8.58	0.33	0.33	0.22	0.22	45.7	45.1	5.60	5.64	-3.8
West	42.50	41.56	10.27	9.66	0.33	0.33	0.22	0.22	49.1	48.8	6.63	6.31	-4.4
AFFILIATION:													
Chain	33.67	33.28	9.45	9.15	0.32	0.33	0.21	0.21	46.3	45.7	6.10	5.95	-2.5
Independent	50.38	49.06	10.96	10.32	0.33	0.34	0.24	0.23	46.3	46.3	7.13	6.76	-3.3
LOCATION:													
Center City	38.65	37.89	11.12	10.85	0.31	0.31	0.21	0.21	50.9	50.3	7.95	7.78	-0.5
Suburban	31.32	30.96	8.50	8.35	0.34	0.34	0.23	0.22	44.9	43.8	5.26	5.09	-5.8
Airport	28.75	28.91	8.30	8.01	0.33	0.33	0.22	0.22	44.5	43.3	4.98	4.72	-3.6
Highway	27.34	27.85	7.82	7.49	0.36	0.36	0.24	0.24	42.4	41.7	4.27	4.13	-5.0
Resort	50.83	49.90	10.82	10.09	0.33	0.34	0.22	0.22	41.2	41.8	6.11	5.99	-1.2
SIZE:													
UNDER 75 ROOMS	$79.14	$73.53	$ 7.21	$ 6.88	0.38	0.38	0.31	0.31	38.2	38.4	$ 4.01	$ 3.89	-2.8
75 - 149 ROOMS	33.13	33.10	7.70	7.38	0.37	0.38	0.25	0.25	42.7	42.4	4.49	4.35	-5.8
150 - 299 ROOMS	29.67	29.32	8.10	7.85	0.35	0.35	0.23	0.23	45.7	45.1	5.09	4.93	-3.7
300 - 600 ROOMS	38.54	37.69	10.36	9.92	0.32	0.33	0.22	0.22	47.1	46.8	6.77	6.51	-2.6
OVER 600 ROOMS	43.21	43.06	11.85	11.48	0.30	0.30	0.19	0.19	46.6	46.2	7.84	7.72	-0.3
TYPE:													
Hotel	40.97	40.28	10.28	9.89	0.32	0.32	0.21	0.21	46.7	46.2	6.66	6.45	-2.3
Motor Hotel	23.41	23.41	7.62	7.45	0.35	0.35	0.22	0.22	43.5	42.5	4.67	4.52	-4.2
Economy	14.02	14.81	*	*	*	*	*	*	*	*	*	*	*
All Suites	50.06	50.63	11.82	10.69	0.31	0.35	0.26	0.27	49.9	54.1	8.39	8.51	-2.4

* INSUFFICIENT RESPONSE

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF MAY 1985

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985	% CHG
TOTAL	$34.30	$33.80	$ 9.52	$ 9.15	0.33	0.33	0.22	0.22	47.1	46.5	$ 6.24	$ 6.00	-3.1
REGION:													
Northeast	$38.72	$38.42	$11.65	$11.16	0.31	0.31	0.20	0.20	51.8	51.0	$ 8.66	$ 8.19	-5.4
Southeast	33.46	33.32	9.61	9.16	0.33	0.34	0.22	0.22	43.1	42.3	5.96	5.69	-1.1
North Central	32.51	32.02	8.44	8.12	0.34	0.34	0.22	0.22	44.3	43.7	5.07	4.86	-2.5
South Central	27.91	27.77	8.36	8.28	0.34	0.34	0.22	0.23	47.5	46.5	5.72	5.61	-5.6
West	38.93	37.85	9.70	9.20	0.33	0.33	0.22	0.22	48.7	48.3	6.14	5.90	-2.1
AFFILIATION:													
Chain	31.74	31.35	9.24	8.90	0.33	0.33	0.21	0.21	47.3	46.5	6.13	5.90	-3.1
Independent	47.57	46.70	10.55	10.04	0.34	0.34	0.23	0.23	46.5	46.3	6.69	6.38	-3.3
LOCATION:													
Center City	36.70	36.07	10.75	10.36	0.31	0.31	0.21	0.21	50.8	50.3	7.65	7.36	-3.3
Suburban	29.62	29.49	8.40	8.20	0.35	0.35	0.22	0.23	45.7	44.7	5.40	5.19	-4.2
Airport	28.25	27.93	8.35	7.99	0.33	0.33	0.22	0.22	44.9	43.8	5.02	4.80	-2.6
Highway	26.23	26.24	7.75	7.32	0.37	0.37	0.24	0.24	43.3	42.0	4.49	4.24	-3.5
Resort	48.41	47.39	10.37	9.85	0.34	0.34	0.22	0.21	43.2	42.9	5.98	5.76	-1.6
SIZE:													
UNDER 75 ROOMS	$75.57	$72.65	$ 8.26	$ 7.75	0.38	0.39	0.27	0.28	43.0	43.5	$ 4.43	$ 4.24	-2.9
75 - 149 ROOMS	31.87	31.70	7.35	7.10	0.37	0.38	0.25	0.25	42.7	41.5	4.29	4.07	-4.9
150 - 299 ROOMS	27.76	27.31	8.05	7.77	0.35	0.35	0.23	0.23	45.7	44.6	5.09	4.87	-3.2
300 - 600 ROOMS	36.18	35.42	10.02	9.59	0.33	0.33	0.22	0.22	48.5	48.2	6.74	6.50	-2.3
OVER 600 ROOMS	41.02	40.98	11.67	11.22	0.30	0.31	0.19	0.19	48.0	47.4	7.90	7.60	-3.5
TYPE:													
Hotel	38.90	38.34	10.08	9.68	0.32	0.33	0.21	0.21	47.7	47.1	6.66	6.41	-3.0
Motor Hotel	22.37	22.24	7.45	7.20	0.35	0.35	0.22	0.22	44.2	42.7	4.64	4.40	-3.5
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	40.87	38.90	11.18	10.36	0.33	0.35	0.26	0.26	51.2	55.0	8.19	8.23	-1.7

* INSUFFICIENT RESPONSE